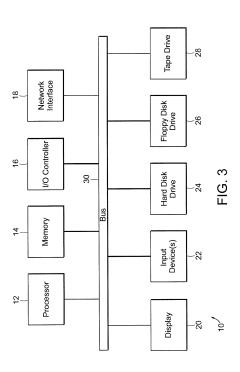


PRIOR ART FIG. 1

Name	Source of lead	<b>Enjoys Sports</b>	<b>Enjoys Ballet</b>	Smokes Cigars	Sales Cycle Status
Alice	Web	Yes	Yes	Yes	Suspect
Bobby	Call in	No	N <sub>o</sub>	No No	Lead
Joe	Direct Mail	Yes	No	N <sub>o</sub>	Suspect
John	Web	N <sub>o</sub>	Yes	Yes	Prospect
Mark	Direct Mail	N <sub>o</sub>	No	Yes	Lead
Mary	Call in	Yes	No	Yes	Lead
Michael	Call in	No	Yes	N <sub>o</sub>	Lead
Paul	Web	Yes	No	No	Lead
Peter	Web	No	Yes	Yes	Prospect
Raymond	Direct Mail	Yes	Yes	N <sub>o</sub>	Hot Prospect
Rodney	Web	Yes	No	Yes	Lead
Samantha	Call in	Yes	No	No	Prospect
Sylvia	Call in	Yes	No	No	Suspect
Tracy	Web	<u>8</u>	Yes	No	Hot Prospect
Trent	Web	N <sub>o</sub>	No	No	Suspect

PRIOR ART FIG. 2



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## Arrayworks Engine

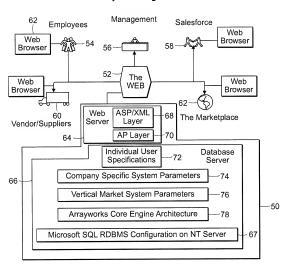
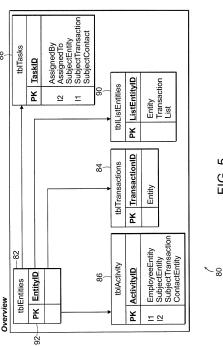
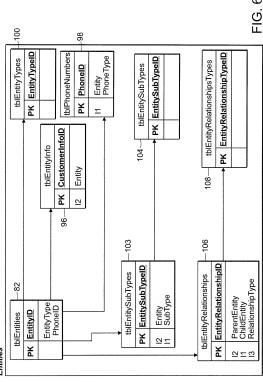


FIG. 4



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Entities

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## Transactions

tbl	Transactions	84	112-	tbl	TransactionDetails
PK	TransactionID			PK	<u>TransactionDetailID</u>
	Entity				Transaction

FIG. 7

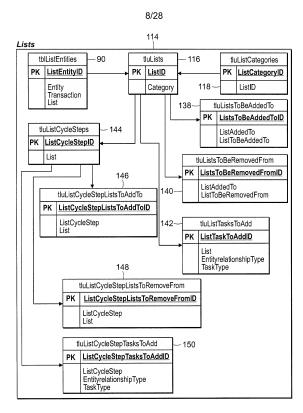


FIG. 8

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122	Lead —130	Bobby	Paul	Michael	Mark	Mary	Rodney	Suspect -132	Trent	Sylvia	Joe	Alice		Prospect —134	Samantha	Peter	John		Hot136	Tracy
TO THIS	Name —128	Bobby	Trent	Sylvia	Samantha	Joe -	Paul	Michael	Iracy	Kaymond	Mark	Mary	Kodney	Peter	John	Alice				
		126	07	Sales Cycle Status	Suspect	Lead	Suspect	Prospect	Lead	Lead	Lead	Lead	Prospect	Hot Prospect	Lead	Prospect	Suspect	Hot Prospect	Suspect	
	120	`	FROM THIS	124 Name	Alice	Bobby	Joe	John	Mark	Mary	Michael	Paul	Peter	Raymond	Rodney	Samantha	Sylvia	Tracy	Trent	

Tracy Raymond FIG. 9B

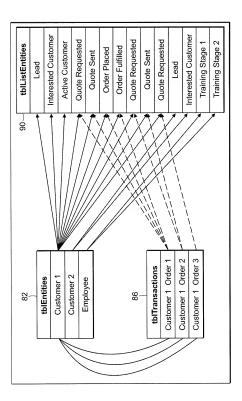
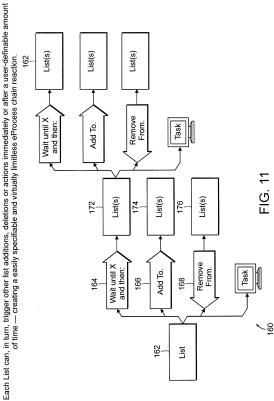


FIG. 10



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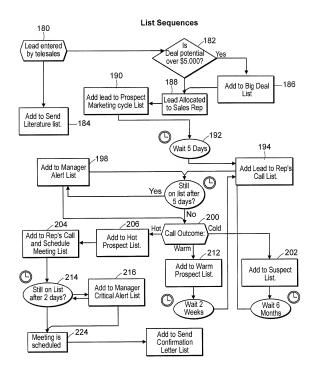


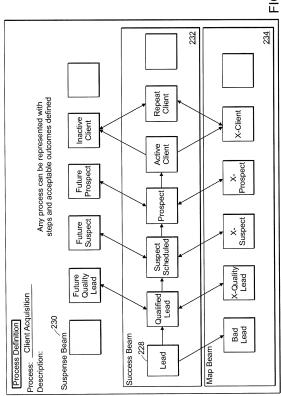
FIG. 12

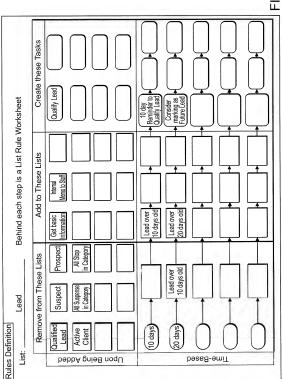
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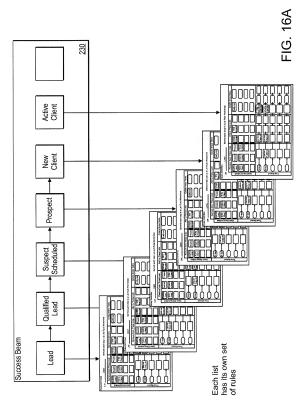
FIG. 13

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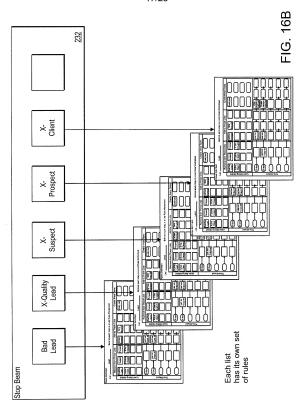




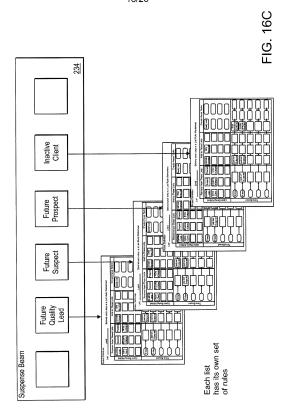
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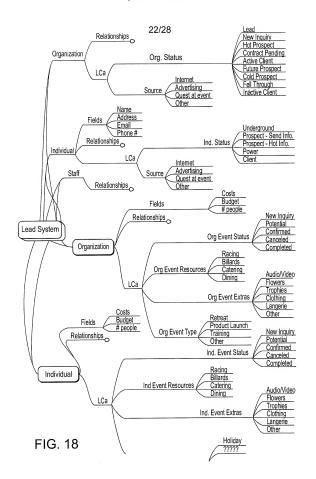
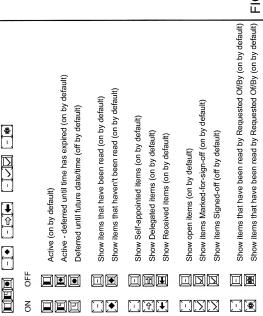
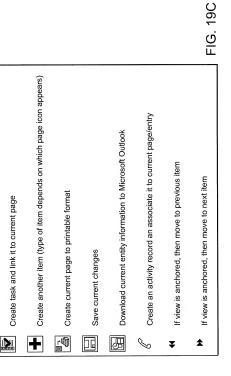


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FIG. 20

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